



NBI, Inc.
1117 North 19th Street
Suite 1200
Rosslyn, VA 22209

Word Processing Systems

Telephone: 703 522-6515

October 18, 1983

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Central Intelligence Agency
Washington, D.C. 20505

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Dear



We are pleased to submit the proposal for converting from rental to purchase the NBI Word Processing Systems installed at CIA and used by DDI. The comparisons you requested are also listed.

Special allowances for this conversion are:

- o Purchase prices have been adjusted to reflect reduced prices of the System 3000 Dual Disk Master, Single Disk Master, and Second Video Workstations.
- o The special 20% discount is again applicable. This offer will expire on October 31, 1983.
- o Maintenance charges will be in accordance with the terms and conditions of the original contract 80-D-181907.
- o Maximum accrual of rental credits through September 30, 1983 have been allowed. The original agreement allowed for a maximum limit of 75% accrual toward purchase.
- o All rental monies will be paid through October 31, 1983.
- o The prices quoted above are unaudited and have been calculated to include rental credit through September 30, 1983. The possibility exists that adjustments in the final conversion amount will be necessary based upon final machine count and verification of the systems installed.

We thank you for your help and assistance in getting this proposal approved, and look forward to working with you on this. Call me at 448-8400 if you have any questions.

Sincerely yours,

A handwritten signature in cursive script, reading 'David Pollard'. The signature is written in black ink and is positioned above the typed name and title.
David Pollard
Director of Government Operations

JDP:glb

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<u>L 3000</u>				<u>NEW MODEL 3000</u>				<u>MODEL 3000S</u>				<u>MODEL 4000S</u>			
<u>DL</u>	<u>QTY</u>	<u>AMT</u>	<u>TOTAL</u>	<u>MDL</u>	<u>QTY</u>	<u>AMT</u>	<u>TOTAL</u>	<u>MDL</u>	<u>QTY</u>	<u>AMT</u>	<u>TOTAL</u>	<u>MDL</u>	<u>QTY</u>	<u>AMT</u>	<u>TOTAL</u>
DDM	77	\$8,400.00	\$ 646,800.00	DDM	77	\$7,224.00	\$ 556,248.00								
2VD	50	2,500.00	125,000.00	2VD	50	2,150.00	107,500.00								
SSM	46	7,400.00	340,400.00	SSM	46	6,364.00	292,744.00	SSM	173	\$4,257.00	\$ 736,461.00	SSM	173	\$5,246.00	\$ 907,558.00
PTR	112	5,000.00	560,000.00	PTR	70	4,850.00	339,500.00	PTR	44	3,354.00	147,576.00	PTR	44	3,354.00	147,576.00
				PTR	42	4,330.00	181,860.00								
PTR	6	9,000.00	54,000.00	PTR	6	7,740.00	46,440.00								
(Twin Track)															
SF	2	2,200.00	4,400.00	SF	7	1,892.00	13,244.00	SF	7	1,892.00	13,244.00	SF	7	1,892.00	13,244.00
SF	5	1,990.00	9,950.00												
SOFTWARE			<u>77,200.00</u>	SOFTWARE			<u>66,392.00</u>	SOFTWARE			<u>66,392.00</u>	SOFTWARE			<u>66,392.00</u>
TOTAL			\$1,817,750.00				\$1,603,888.00				\$ 963,673.00				\$1,134,770.00
RENTAL CREDITS			(789,987.44)												
20% DISCOUNT			(205,552.51)												
MAINTENANCE			141,480.00 (12 mo.)				106,888.00 (9 mo.)				106,110.00 (9 mo)				106,110.00 (9 mo)
LEASE			60,526.00 (1 mo.)				60,526.00 (1 mo.)				60,526.00 (1 mo)				60,526.00 (1 mo)
TOTAL FOR FY 84			\$1,024,216.05				\$1,770,524.00				\$1,130,309.00				\$1,301,406.00